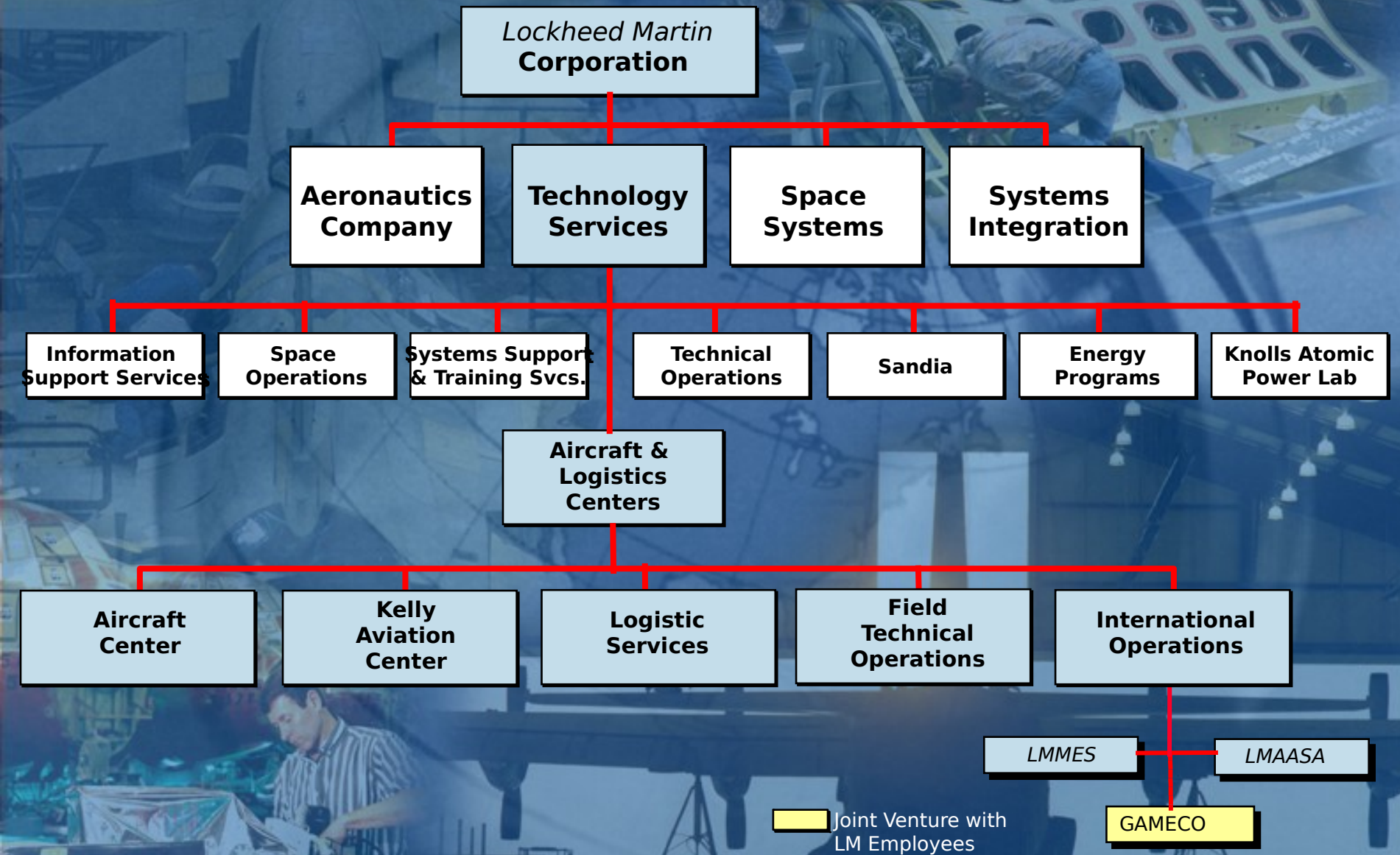
LOCKHEED MARTIN
ALC
Aircraft & Logistics Centers

LMALC - Organization



LMALC - Organization

President

D. W. Patterson

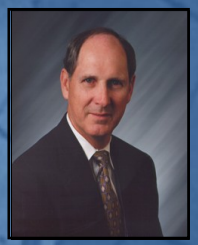
Vice President & General Manager Logistic Services

D. J. Dacquino

Vice President & General Manager Field Technical

C. D. Jones

Vice President & General Manager Kelly Aviation Center



G. W. Wallace

Vice President & General Manager International

A.M. Metwalli

Vice President & General Manager Aircraft Centers

R. Y. Lyons

Program Manager C-130 AMP

K.D. Hines

Director Business Ethics &

J. E. Collier

Vice President & General Counsel

C. L. Hunnicutt

Vice President Resources & Services

J. F. Slipke

Vice President Business Development

R.A. Browning

Vice President Business Management

R. D. Renn

Chief Engineer

K. H. Erbacher

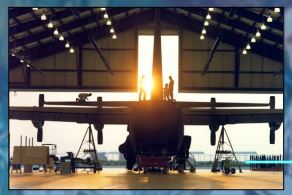
LMALC - Aircraft & Logistics Centers

Aircraft Center

Kelly Aviation Center

Logistic Services

Field Technical Operations



International Operations

Be Recognized as the World's Preeminent Company for High Quality Aerospace Services, Products, and Logistics Support

LOCKHEED MARTIN

LMALC - Locations

- *Aircraft Center*
- *International Operations*
- *Field Technical Operations*
- *Logistic Services*

Greenville, SC

LMALC Headquarters

Kelly Aviation Center
San Antonio, TX

LMAASA
Argentina

GAMECO
China

LMMES
Saudi Arabia

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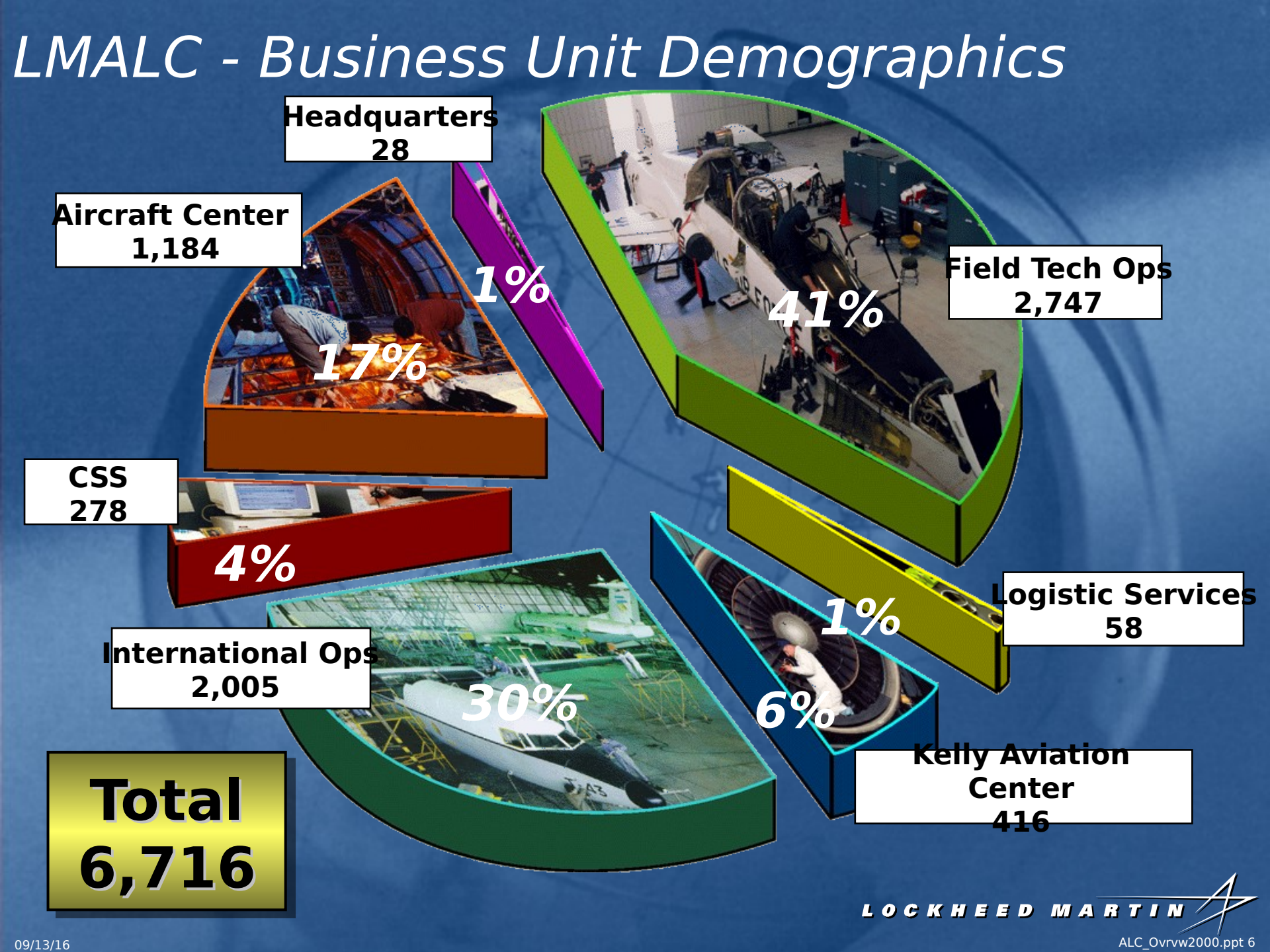
LMALC - Business Unit Demographics



Total 6,716

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LMALC - Enterprise Definition

For Government and Commercial Markets Worldwide

That Segment of the Business Focused on After-Sale Support Activities for Both LM and Non-LM Aircraft as Well as the Design and Manufacture of Certain Aircraft Structures in Support of Airframe and Engine Primes

Activities Include

- ***Contractor Logistics Support***
- ***Depot/Heavy Maintenance***
- ***Modifications/Upgrades***
- ***Depot Privatization***
- ***Engine Maintenance, Repair***
- ***and Overhaul***
- ***Logistic Services***
- ***Field/Site Support***
- ***Kit Fabrication***
- ***Base Operations***
- ***Customer Support***

LMALC - Operations & Programs

Operations	Programs
Aircraft Center	• Depot Maintenance • Modifications • Engineering • Product Support
Kelly Aviation Center	• Engine Depot Operations • Component MRO • Government Partnership
Logistic Services	• OEM Augmentation Support • Spares & Repairs Service • Technical Services • Material Management Services • Supply Chain Management
Field Technical Operations	• Contractor Field Teams • Base Operations • Intermediate, Organizational and Depot Level Maintenance
International Operations	• Gov't / Comm'l A/C Maintenance • Depot Operations • Management Services • Component & Engine MRO

LMALC - The New Paradigm

Performance-Driven

- System Performance
- Schedule
- Cost

"Best Value" Emphasis

Price-Driven

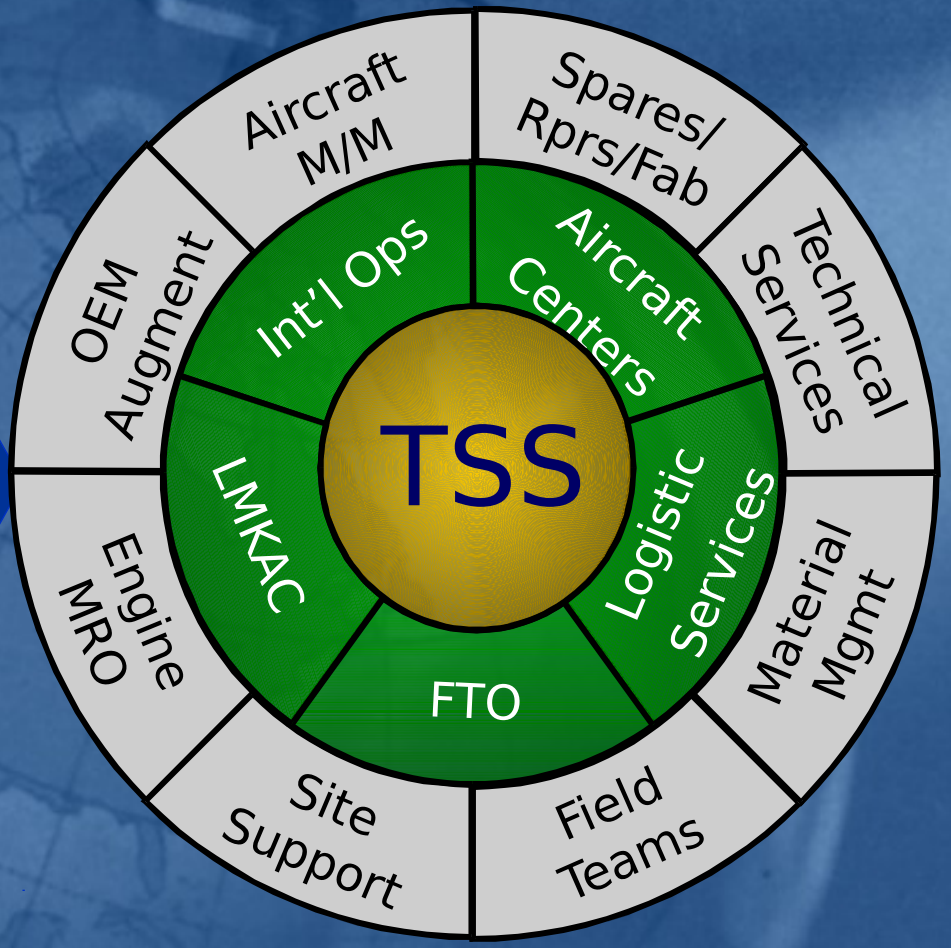
- Affordability
- Schedule
- System Performance

- 100% Mission Success
- Realistic Mutual Expectations
- Execute to Price & Schedule Targets

Total Life Cycle Support

LMALC Response - Total Support Service

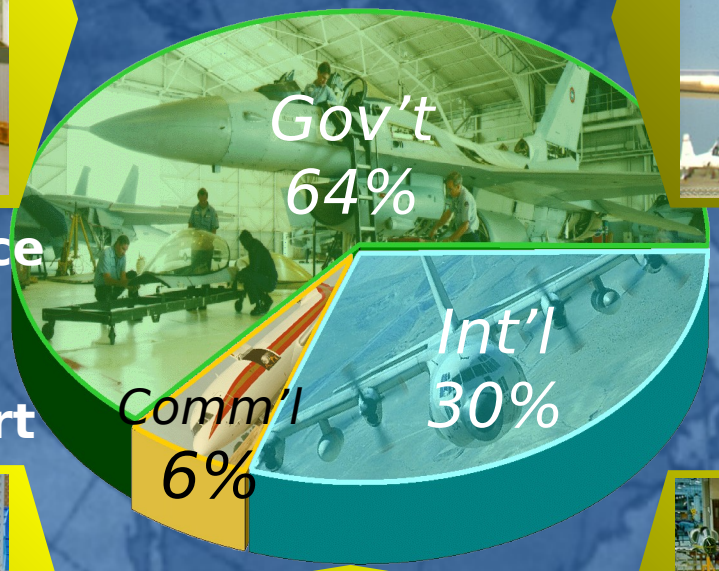
- Partnerships
- Privatization
- Alliances
- Joint Ventures
- Acquisitions



Business Redesign to Support Total Support Strategy

LMALC - Business Units

- Depot Maintenance
- Modifications
- Upgrades
- Total Fleet Support



- Field Teams
- Site Support

- Spares & Repairs
- Material Management
- Supply Chain Mgmt.

- Engine MRO

- Depot Maintenance
- Mods and Upgrades
- Management Services

LMALC - Aircraft Center - Greenville, SC

- ***Maintenance and Modifications and Upgrades***
- ***Engineering, Design and Installation of Aircraft and Weapons Systems Modifications***
- ***Technical and Logistics Services***
- ***Product Support (L-1011, Jetstar)***
- ***OEM Support (C-130, P-3, C-5)***

LMALC - Kelly Aviation Center - San Antonio, TX

- **Public/Private Partnership**
- **TF39 Depot**
- **T56 Depot**
- **Component MRO**
- **Commercial Engine MRO**

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LMALC - Field Technical Operations

- ***Customer Site Operations***
- ***Contractor Field Services and Field Teams***
- ***Equipment Maintenance, Modification, Repair and Support***
  - ***Aircraft***
  - ***Engines***
  - ***Vehicles***
- ***Inventory/Supply Support from Bench Stock to Total Facility Management***

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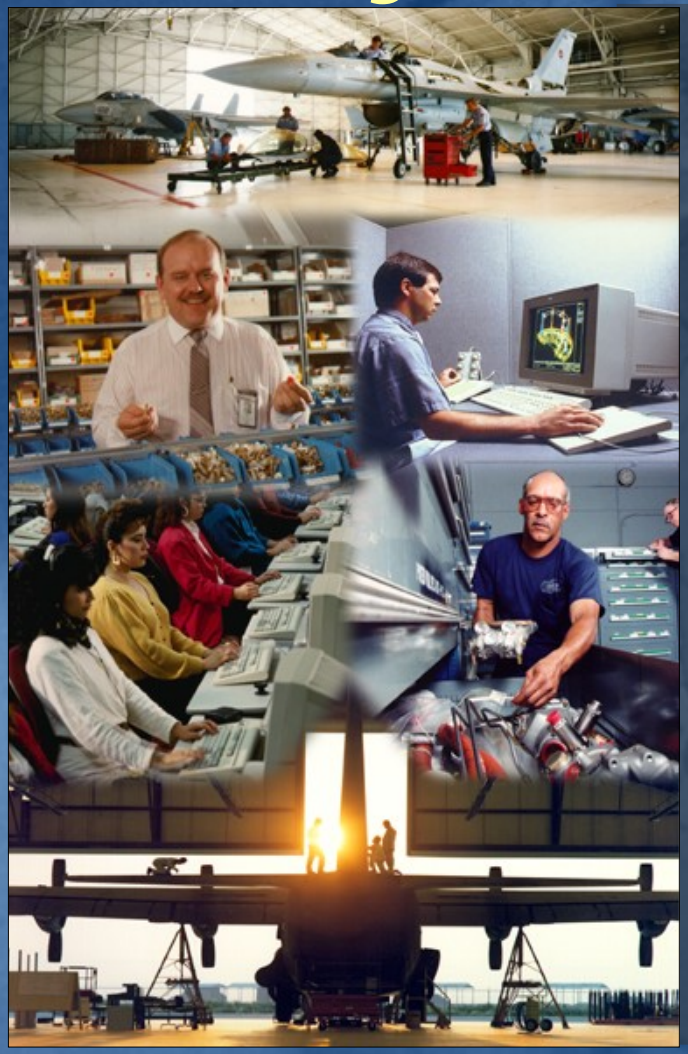
LMALC - Logistic Services

OEM Augmentation Support Available 24 Hours a Day



- Sources of Obsolete Parts
- Component MRO
- Aircraft On-The-Ground
- Field Service Representation On-Site
- Formal and Technical Training
- On-Site Supply Management
- Initial, Replenishment & Deployment Provisioning
- Transportation Management

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LMALC - International Operations

- ***Government / Commercial Aircraft Maintenance, Modifications and Upgrades***
- ***Joint Ventures & Depot Privatizations***
- ***Depot Operations***
- ***Management Services***
- ***Component & Engine MRO***
- ***Locations***
  - ***Argentina***
  - ***China***
  - ***Saudi Arabia***

LMALC - Product Base

P-3 PDM

C-130

C-5

KAC

C-9

L-1011

P-3 Mods

Int'l Ops

HU-25

LMALC - Experience

MODS

- A-4
- F-16
- F-4E/F
- C-130
- KC-10
- C-9
- C-5
- P-3
- C-141
- L-1011

DEPOT

- German Air Force F-104
- Singapore Aircraft Maint. Company
- RSAF C-130 O&M
- Iranian Aircraft Industries
- Hellenic Aerospace Industry
- AIROD, Malaysia
- LMAASA, Argentina
- ACE - Aeroplex of Central Europe
- Dar el Beida Depot, Algeria
- Helwan Depot, Egyptian Air Force

MAINTENANCE

- C-130
- P-3
- KC-10
- C-9
- C-5
- C-141
- L-1011
- F-4E
- B-707

LMALC - Experience

Aircraft

- A-4
- A-6
- A-7
- B-52
- B-727
- C-5
- C-9
- C-22
- C-130
- C-141
- CV-580
- F-4
- F-5
- F-14
- F-15
- F-16/F-16N
- F/A-18
- F-27
- F-111
- HU-25
- KC-135
- OV-10
- T-2
- T-33
- T-37
- T-38
- T-39
- QA-37
- P-3
- S-3
- ES-3

Engines

- F111-GE-100
- F100
- F101
- F108
- GE404
- J52
- J57-59/43
- J6
- J79
- J85
- T56
- TF33
- TF34
- TF39
- TF41
- GTC85
- 10360

LMALC - Experience

Helicopters

- AH-64
- UH-60
- SH-3
- CH-47
- AH-1
- UH-1
- OH-58
- CH-53
- HH-65

Engines

- T700
- T701
- T53
- T55
- T58
- T63

LMALC - Summary

- ***Full Range of Innovative Support Solutions to Customer Maintenance, Modification, Upgrade and Logistics Needs***
- ***Requisite Facilities with Experienced Personnel***
- ***Essential Engineering Resources On-Site for Modification and Upgrade Lines of Business***
- ***Dedicated Program Management and Production Teams***
- ***Lockheed Martin Corporation is Committed to Quality, Customer Satisfaction and On-Time***

Total Support Solutions

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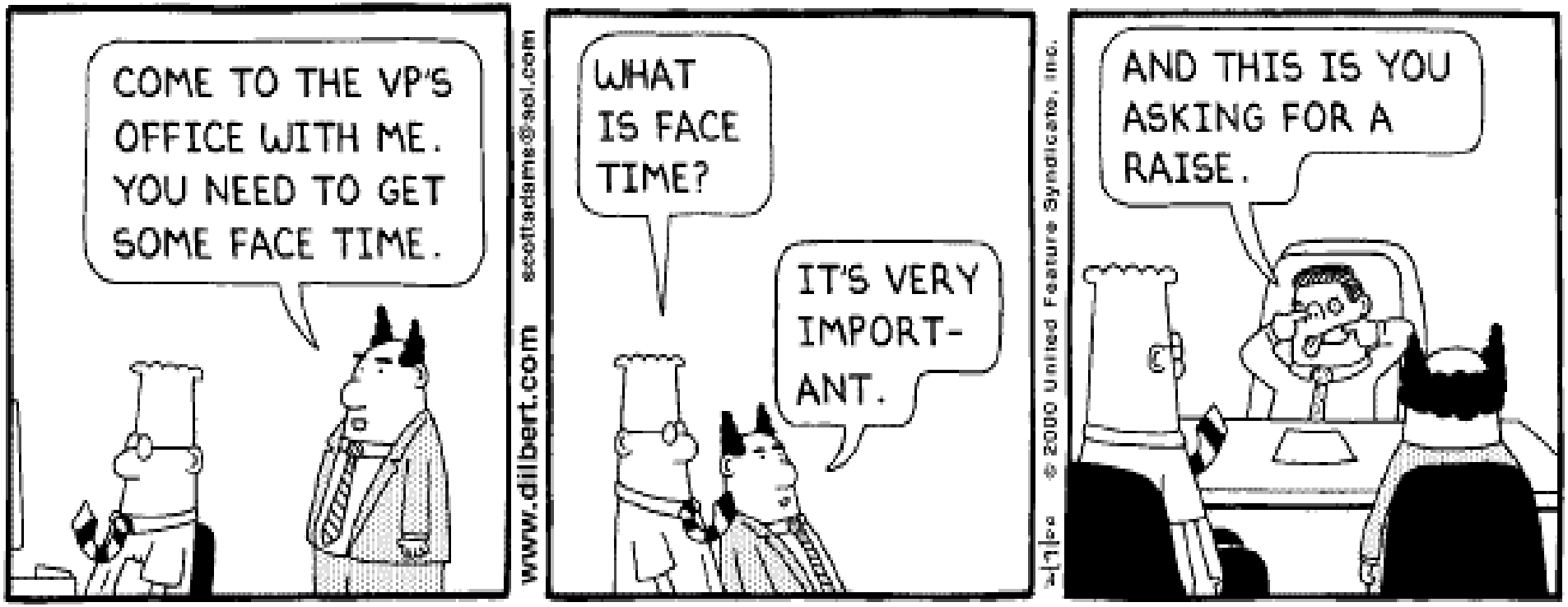
COME TO THE VP'S OFFICE WITH ME. YOU NEED TO GET SOME FACE TIME.
WHAT IS FACE TIME?
IT'S VERY IMPORT-ANT.
AND THIS IS YOU ASKING FOR A RAISE.
www.dilbert.com scottadams@aol.com
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See the web-only version that was too naughty for newspapers!

Greenville, SC - The Local Scene

Heir to the BMW Z3 Roadster is in Development.

BMW is developing the heir to the Z3 roadster in the secrecy of their new development facility in Germany. However, production of the new roadster will be at their Greenville, SC assembly plant. Tom Purves, BMW US Holding Corp. chairman and chief executive officer, said the new model

Greenville, SC - The Local Scene

continued

The BI-LO Center is located right in the heart of Greenville's economically expanding downtown, in the center of Upstate South Carolina. With 298,000 total square feet and nearly 16,000 seats, the $63-million BI-LO Center is the largest arena in South Carolina. Here are some other thin

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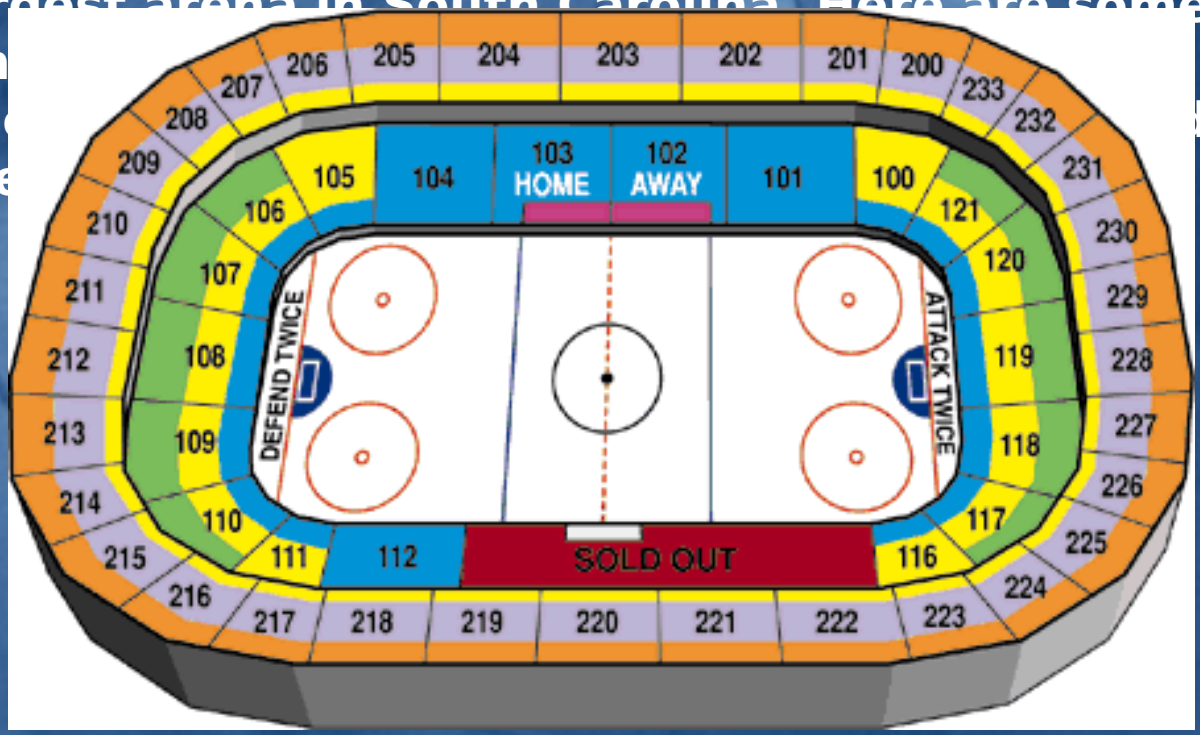

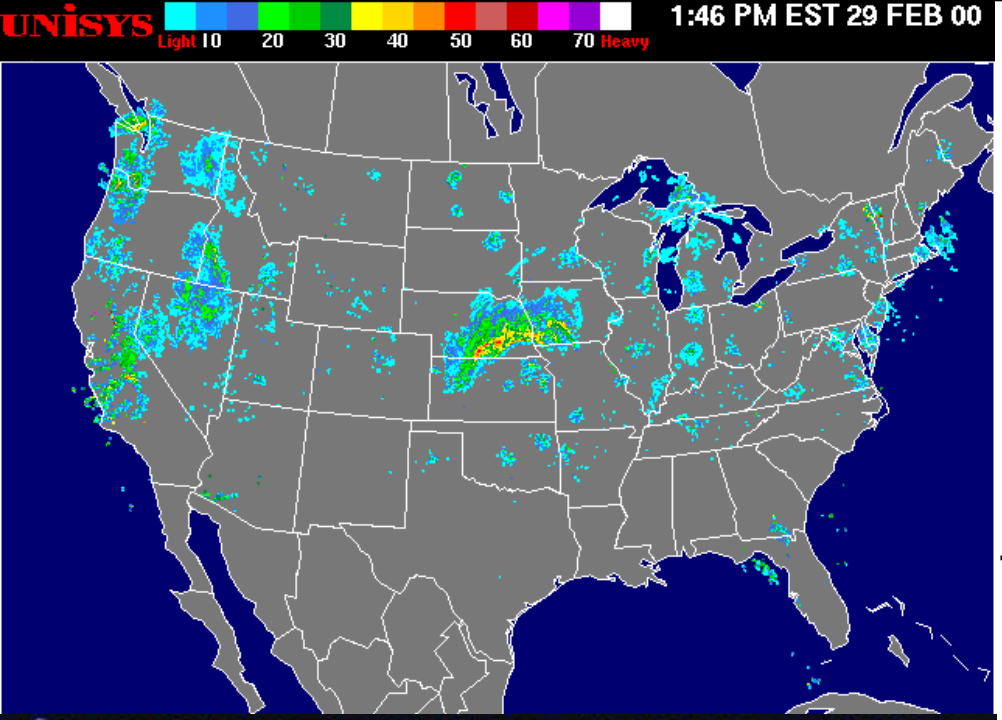

Local Forecast
Greenville South Carolina

from the National Weather Service

abbeville, anderson, cherokee sc, elbert, franklin ga, greater greenville, greater oconee, greater pickens, greenwood, hart, laurens sc, spartanburg, stephens, union sc, including the cities of abbeville, anderson, elberton, gaffney, greenville, greenwood, hartwell, laurens, spartanburg, toccoa, union

1030 AM EST WED MARCH 01 2000

This afternoon.....partly sunny with a chance of showers and thunderstorms. High around 70. Chance of rain 30 percent.

Extended forecast...

Wednesday night...dry. Low in the middle 40s.

Thursday...dry. High around 70.

Training with Industry- 2000

The purpose of the TWI program is to provide training for DLA civilian personnel in corporate procedures and practices. A win-win atmosphere is created since all parties involved with the initiative learn from sharing their collective experiences. The following list of objectives would be covered during the first six months of the proposed joint LMALC-DLA TWI initiative.

Training with Industry- 2000
continued

Month 1

- **Orientation to LMALC (Badging; Confidentiality Agreements; Company History)**
- **Introduction to Logistic Services LOB**
- **Assigning Mentor**
- **Introduction to Supply Chain Management Operations to include:**
  - **Procurement/Sourcing Process**
  - **SAP and Forecasting Techniques**
  - **Quality Assurance**
  - **Engineering and Technical Analysis**
  - **Transportation Management Techniques**
  - **Warehousing and Distribution Techniques**
- **(Continuous) Sharing of Issues/Opportunities for Improvement**

Training with Industry- 2000
continued

Months 2 - 5

- **Rotational Assignments**
- **Proposal development activities**
  - **Learning how the proposal development process works**
  - **Participating in and developing strategies for performing to government specifications**
  - **Participating in and developing proposal themes, storyboards, outlines**
  - **Participating in and developing proposal text and graphics**
  - **Learning how proposal costs are developed**
  - **Participating in and developing statements of work for subcontracts**
  - **Participating in and developing internal cost allocations for proposal efforts**
  - **Participating in and developing work break down structures and estimates for work performance**
  - **Participating in and developing information for internal management reviews**
  - **Participating in formal and informal pricing and technical proposal development reviews/management reviews**
- **(Continuous) Sharing of Issues/Opportunities for Improvement**

Month 6

- **Return to Supply Chain Management Programs**
- **Emphasis on Program Management Activities/Planning/Proposal Preparation, etc.**